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In the News

Xerox Announces Family of Five Network Laser Printers, Up to 25 Percent Faster, $500 Less than HP

Customizable Network Printers Also Deliver Fast Printing, Industry's Best Paper-Handling and Productivity

MARKHAM, Ont., Feb. 14, 2000 — Xerox Corporation today announced a new family of workgroup monochrome laser printers that offer faster speeds, better paper-handling and productivity, and more value for the money than comparable printers from Hewlett-Packard.

The new DocuPrint N Series printers, from $1,599 to $5,299 (estimated street price), are up to 25 percent faster and $500 less than similar HP machines. Ranging from 20 to 40 pages per minute (ppm), the DocuPrint printers also provide previously unavailable paper handling capabilities for small- to medium-sized workgroups. "Customers demand competitively priced printers that can do more at faster speeds. With the DocuPrint N Series, Xerox satisfies those demands - and more," said Gerry Perkel, president, Xerox Office Printing Business. "And different customers have different printing needs, so the N Series is customizable to fit the individual requirements of anyone from a small office workgroup to a large department."

With a variety of paper input and output tray options, and duplex and finishing options, each printer is designed to meet the needs of specific workgroup sizes:
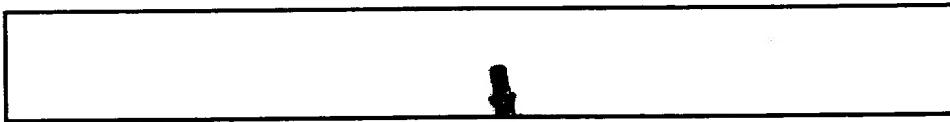
- ▶ Small workgroups: The DocuPrint N2125, at an estimated street price of $2,099, brings the best value, quality and flexibility in its class. The 21-ppm printer is 23 percent faster and $80 less than the HP LaserJet 4050N. The N2125 delivers true 1200 x 1200 dpi resolution at rated speed and accepts the widest range of media weights - up to 133-lb. cardstock - and media sizes from index cards to legal paper, all through the main paper trays, surpassing HP. The N2125 also comes in a non-networked version - the N2125b - for $1,599.

- ▶ Small to medium workgroups: The DocuPrint N2025, at a $2,599 estimated street price, prints at 20 ppm, 25 percent faster than the HP LaserJet 5000N but $400 less expensive. Similarly, the DocuPrint N2825, at $2,999, provides 28 ppm printing, which is 17 percent faster and $500 cheaper than the HP LaserJet 8000N. Like the N2125, both the N2025 and N2825 offer the best paper-handling capabilities in their class, but they also can print up to 11-by-17 paper and print envelopes directly from the main paper trays, unlike HP. They also print 1200 Image Quality at full speed.

- ▶ Medium to large workgroups: The DocuPrint N3225 and N4025 are the most productive printers in the family, combining 1200 Image Quality with speeds of 32 and 40 ppm, respectively. Both have extensive production-level paper handling, with a 3,550-page input capacity, and finishing options to manage output from large, busy networks. And a 266 MHz processor, one of the industry's fastest, provides better printing in simplex and duplex modes, particularly on complex print jobs. The N4025, at $4,699, is 25 percent faster than the LaserJet 8100N, HP's closest comparable product. Meanwhile, the N3225, at an estimated price of $3,899, is $400 less than the HP 8100N. Unlike HP, DocuPrint N Series network laser printers also have several common features that come standard, including true Adobe PostScript 3 and PCL6 emulation; Ethernet 10/100BaseT; USB connectivity; an embedded Web server; and 32 MB of upgradeable memory, providing optimal print quality, speed and flexibility.

In addition, all DocuPrint N Series printers share a new controller, enabling advanced networking and productivity features through Xerox WorkSet Technology. Along with fast multi-set printing and Internet Printing Protocol (IPP) support, WorkSet provides several convenience features such as MaiLinX remote printing and e-mail alerts, Secure Print, Edge-To-Edge Printing and Fax-Friendly Black, which automatically cross-hatches or shades a multicoloured chart to make it readable in black and white.

All the printers also include stand-alone printer management software, such as Xerox' PrinterMap and CentreWare, and are compatible with existing enterprise system software, such as Microsoft Management Console, Tivoli NetView, and CA Unicenter TNG. They support Unix (including RedHat Linux), OS/2, Macintosh, and Microsoft Windows 2000, NT, 95/98 and 3.1 operating systems.

Xerox DocuPrint N Series Network Laser Printers come with one year of free onsite service and Xerox' three-year Total Satisfaction Guarantee, and are available immediately through resellers and dealers. They are the first monochrome network laser printers launched by Xerox' Office Printing Business, created after Xerox acquired the Tektronix Inc. printing business in January.

February 20, 2000